Novelettes of New York Streets

--- By Ethel Watts Mumford -













THE ROAD TO THE TOP

Those Who Are at the Summit Point Out the Route to Others Who Are Beginning to Climb.

The Press Publishing Co. (The New York Brening World A LIFE : STRANCE CAREER. By E. E. Rittenhouse,

BULES OF THE BOAD. Bu E. E. Rittenhouse. self-reliant. ave confidence in yourself. udy your field. e industrious.

into wider possibilities of the "self sure to win. measured income."

heas of his agency grows until he has whom he is soliciting.
It big office force and a crew of saleswhile he directs their efforts. The ani- interest of one man he must employ lition and the energy and the brains tactics sometimes the direct opposite to that formerly were put into making his those required in selling to some other start then are employed in strengthen man. He learns the value of good ing and enlarging and supervising the address. its learns how to be brief and is no subject to the bus

and the office red tape and the fixed pay

and it is an open rout. And you can see ure of his success. why you must be thoroughly self-reliant in order to climb it.

field, but they must be efficient. but to get through the press at the stant study. bottom takes strength and purpose and Agents, new or old, constantly have tributes which make a young man overcoming difficulties, but the experi-

5--The Hidden Room onsecretion Commissioner, Equitable Life Assurance Association. rebutts without getting discouraged You will need to know human nature. You will need to stand in the eyes of your fellows as a young man of integrity. You will need to be industrious and to know the value of patience and

love your work.
You must, above all, have absolute HE young man who confidence in yourself, and have the would climb the confidence in yourself, and have the "Road to the Top" courage and determination to evercome in the life insur-ance business must in sporate in his these your other qualifications will be make up the qual-

thusiastic and of good temper and to

ity of self-reliance.
Other factors will
enter into the making of a success, but relf-reliance is the
very ground upon which you must tread.
Even if you are in your "teens" and
have a clerical position with some come. have a cierical position with some com-pany or agency, your brightest pros-do not realize it. Few of the successof success lies in ambracing the ful men of to-day knew when they were of pertunity of getting out on your own young how far their energy and indusroad just as soon as circumstances will try would carry them. All they knew perioft, neiting away from the limi- was that they were going to try their tations of the salary pay envelope and best. The man who tries at best is

While it does not require an extensive For in that way the big agencies are education to be a successful life insurcreated and earn for their founders ance agent, the beginner must possess many times over the salary that goes the fundamentals of common sense and even with executive positions. A young sufficient intelligence to enable him to man sells so much insurance that comprehend the simple principles of life pretty soon he has to have some one insurance and understand human nato help him. Little by little the busi- ture as he finds it among the people

ills very work is a progressive educato do the letail work for him Jon in itself. He learns that to get the

against any emergency that may arise. opened and the befurred and feathered new in millinery; wrote a billet doux ing the wants of various women seat-There is now and always will be a de- He learns that to be able instantly to for efficient young men in the cope with any new problem that may s'houette of Mrs. Goody-Wheeme on two on the hotel stationery, thus ed thereat. Some seemed buoyed with grinned, "Sorry to disturb the meetin" confront him is valuable stock in trade. showed against the pink and gold back- economizing her own best paper, and pleasurable excitement, others were

the assistance of general agents in tower above them, to outdistance them, lema for themselves gives them the You will need the ability to take greater strength.

chopped up fine.

Sonnet to the Sausage.

By Eugene Geary.

Whether thou'rt made of dox meat

by the side. Oh, tempting title! my wants are all |

Naught else is needed my desire to sate. It matters not. Thou art not less divine. ucullus, revelling in pomp and state. Would gaze on thee with swelling Thy strings of linked sweetness long

He soon learns to prepare himself departure. The door of the sanctum Walders to note if there appeared aught spread. Two maids were busy supplyeld, but they must be efficient.

Confront him is valuable stock in trade, showed against the pink and gold caux- economizing her own There is unlimited room at the top, like business gives him a field for conground of madame's private office anuntered out again. waiting figure and signed to her to but its shops, while alluring, were not Mr. Gaston, the trimming buyer, was

> this morning you were a half hour that direction through one of the m'd- sat at cards, but the crowd was cenlate again. I have spoken to you be- die Forty side streets. All at once she tred around a clicking, jerking ball, pense with your services."

"So ill," remarked madame coldly as shabby shop! Surely it could not be wheem's hand.

Eastleg she lifted a strand of her becomingly shabby shop! Surely it could not be wheem's hand.

Eastleg the opportunity of the confuse of the street of the confuse of the co you tangoed all Saturday night at Bus- Gooby-Wheeme's royal blue limousine, telle sank into one of the gilded chairs tanoby's-never mind how I know; I do Evidently it was the shop.

Came Back to Her of Its Own Accord. GREENSTEIN Closed over the



smile; her dark eyebrows drew together, tions" of the foremost makers. "Fifth a doubt this was a woman's paradise

glimpse of the rose brocade and pink silk shaded side lights that alternated along the mirror laden walls of "the

Drearily Estelle turned away. Too late she realized that she had counted too much on her chie prettiness. She descended the stairs, cast a contemptuous glance at the glass cabinet crowded with chiffon and tineel and waved a eauoy hand at her erstwhile compan-

"By-by, girls. I'm blowing the job." she called gayty Two black clad young women turned shocked faces away from their cus-

tomer and gasped at such temerity. The Girl Without a Job.

Estelle's feelings calmed somewhat as she found herself on the avenue-the sunlit avenue, which had been "not for the corridors beyond softly lighted. An- There was a sudden commotion. her," even at lunch hour, that being too other curtain, and she emerged into a police officer and two men entered variable an event with madame's clients beautifully appointed dressing room. A Madame was magnificent to be counted on. A sandwich was the maid rose and respectfully offered to The Reward for Nothing, best she could do, and often that had to check her furs. Estelle glanced at the To what do we owe the hon best she could do, and often that had to be guiped at an undigestive speed. She walked along, keenly alive to the excitement of the hurrying throngs of motors where the policy of expensive garments that do ment of the hurrying throngs of motors where the sables—and—yes—no—yes.

The absorbed the construction of the work of expensive garments that do ment of the work of the if then are employed in strengthen. It and enlarging and supervising the pushiness which he has created. He business we got the wrong dope," the shook her head, opened her coat ing eyes, comparing styles and prices at the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to the business we got the wrong dope," the uniformed officer declared. "Sorry, ing eyes, comparing styles and prices at the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with "Our Shop." A feeling of adventise to look the throat and obeyed the mail's independent of the show windows with know-line with th That is the best "road to the top,"
That is the best "road to the top,"
It is an open road. And you can see his you must be thoroughly self-re
The soon learns to prepare himself

> Madame's face lost its affable to her taste, fed as it was on the "created lishe knew, but it sufficed. Without "But Capt. Sullivan is a nice man. I "Miss McGuire," she said sternly, for mine," she thought, and turned in of fortune. At several tables ladies

"So ill," remarked madame coldly as should madame recommend such a refused, but pressed a glass into Mrs.

Her curiosity aroused. Estelle entered the maid approached and set a bubbling one another. Come, Mrs. Wheeme, let's The French-gray door with the Louis the store. It seemed well patronized; glass on the table and a tray of bon- try our luck again."

noting Estelle's coquettish hat, well- with, please, miss?" On Fifth Avenue dressed hair and impeccable figure. "I was with Mme, Alphonsine," En-"Evening hate, please," said Estelle, telle replied with the ring of truth in

with millionaire nonchalance. The damed produced several confections of lace and tulle and a choice of was almost a wink and retired. perseverance. You will need to be en- The Story of a Girl Who Lost Her Job, and How It tewelled and algretted headdresses. room," Estelle remarked.

Into the Room of Mystery.

The salesiady shot her a quick glance long curtain before the door, set down went out, leaving Estelle alone.

mean? The pier glass that confronted shaped back into the wainscoting of her reached from the floor to within a foot or two of the celling. It boasted a marble shelf, on which rested a fancy pin cushion and a china hat-pin holder. Estelle placed an inquisitive finger on the mirror and pushed. The up your chairs: give me your attention. It will now continue my lecture."

Swung on a red set in above and be-rows the attendance sat before her. low; and revealed a narrow passage, rows the attendance sat before her. Estelle's heart qualled. Then she re- some one started a handelap that beflected that what madame thought came loud applause. The passage was short and closed by a Petty frictions must be

but again, to her practised eye, the lure bons. Estelle fumbled with her pure was not sufficient to account for it. A "On the house, miss." The maid wise-eyed young woman approached her, leoked at her sharply. "Who are you

> her dulcet voice. The maid vouchsafel a smile that

ewelled and aigretted headdresses. The rooms began to fill. More tables
"I'll try them on in the night-light were provided. Petit Chevaux and Boule were commenced in the adjoining apartment. Still Estelle sat observing madame and Mrs. Wheeme.

The saleslady shot her a quick glance of question, seemed satisfied with her inspection, and led the way to a featively seconded alcove. She drew a counter-har was quickly covered by a lone curtain before the door, set down long curtain before the door, set down device that developed a well filled book-the hats on a silk covered shelf, and case out of nothing. The middle table, went out, learing Estelle alone. wheel and all, became a tolltop desk.
"Just push the mirror:" those had Glasses and plates were swept from the
been madame's words. What could it little tables, and the tables themselves mean? The pier glass that confronted slapped back into the wainscoting of

good enough for Mrs. Gooby-Wheems "One thing is certain," madame" ought to be good enough for Estelle Me- voice rose with deep and glowing con-Guire. Cautiously she stepped through, viction, "women must band together,

"You and your men had better stay

"No. no. thanks, lady," the officer 'Votes for wimmen!' sava ! " They were gone. For a few moments

plunged in gloom. Estelle had never madame continued to expound and ex-

Madame caught sight of the model's Broadway now claimed her attention, seen gaming tables. A vivid descrip- madame continued to expound and ex-

know he'd never carry things too far." Her words were addressed to Mrs. fore about this. You need not take off your hat. You were, I believe, paid off on Saturday. We will, therefore, display—the hats were, in fact, rather who was betting heavily. A maid its less than the ladies' heads she encountered the paused, her attention rivetted by a million table. She saw madams herself in frightened stare of Estella McGuire. A mind converse with Mrs. Wheeme, in fact, rather who was betting heavily. A maid no crossed her face, then she controlled herself. "Miss McGuire." she the ladies' heads she encountered the display—the hats were, in fact, rather who was betting heavily. A main trolled herself, "Miss McGuire," she prescribed in conservative; but across the front in approached them with a solver bearing said. Estelle approached. "You will "cut it out." Swellt, soulful symphony upon my pate.

Swellt, soulful symphony upon my pater.

Swellt, soulful symphony upon my pa

> "Of course you won't, my dear," ma- who casts his bread on the waters look beside an unoccupied table. Instantly dame interrupted, "We quite understand ling for returns, returns still looking

The Story of a "Hunch" and What Didn't Come of It

Old Clothes for New Simple Ways to Renobate Your Wardrobe

By Andre Depont

oppright, 1913, by The Press Publishing Co. (The New York Evening World) KEEPING WHITE KID GLOVES CLEAN.

WHERE'S another pair of white kids that must go to the cleaner's. I declare I can't wear gloves but once before they are pot black. That makes five pairs this week, and all the long ones cost from ten tofifteen conts a pair to clean. Little enough, but it's astonishing how fast one's money all trickles away in tiny driblets like this.

So grambled a pretty friend of mine -53 the other day, looking for sympathy. But I didn't sympathize a little bit. "Why do you let them get so dirty

that you have to send them to the cleaner's" I said. "You can't help the dirt getting on, of course," I said, "but you CAN help letting it stay on. There's nothing looks worse than a soiled pair of white Rid gloves or more elegant than the same pair when they are immaculate. The French woman always keeps berself 'blen gantee.' as she expresses it, by attending to her gloves the moment she comes home from a call or any daylight expedition and the first thing the next morning after the theatre. "While the gloves are still on her

hands she takes a clean piece of white fiannel and, dipping it in naphtha or gasoline or one of the safer cleaning fluids, she rubs it carefully over the tips of the fingers so that any dust or grease spots are removed at once before they have a chance to sink in and permanently stain the kid.

the uses naphtha or gasoline she is of course careful never to do it in a room ighted by gas or lamp or where there is a fire, as such fluids are highly ex-"A small spot or smudge can easily be removed from white gloves with a perfectly clean craser-one of the cheap rubber crasers that you can buy any-

where for a few cents will answer perfectly, provided that it is not made of hard rubber. The soft composition called 'art gum,' sometimes used by draughtsmen, is excellent for the purpose. "If a white glove breaks at the tip of the finger and you want to make a

eat job mending it, don't sew the edges over and over in the usual way on the outside but turn it inside out and, putting the edges together carefully. overcast then finely but firmly. Always use fine white thread, never silk, as the latter will out the kid."

Were You Satisfied With Your Presents?

By Sorhie Irene Loeb.

ILE you disappointed with your rarely brings anything but disappoint-

you planning to mistakable remeds

she prescribed in the common parlancenecessary for you to arrive before 10." material thing you are waiting in your Estelle gasped "Oh" she cried, "ma- heart the dirge of discord rather than dame, you are so good-I'm sure I'll sounding the chime of good cheer. Sending gifts with the R. S. V.

Christmas gifts? Did you expert ment and certainly cannot add to one's more? Have you a regret that self respect. If friendship and love are you sent something to be weighed by the cost of manicure for which you did sets and bracelets and watches and not receive like gloves and handkerchiefs that exchange measure" And did hands on the 5th of December, then tosome one, from deed is Mammon the ruler and all is whom you expect | measured by money. Yet, on the other hand, the clasp of

spond? And are sympathy, the word of approval, the message of affection, and all other such bear a secret manifestations bind the that are not grievance about it readily broken by disappointment. If you receive an unexpected present.

not sent something in its place and don't rush out to forward a belated return of it. The motive will be at once recognized, which is not as it should be. any rate, if you are disappointed and have not yet acquired the great

pleasure of giving rather than receivng, then reflect with old Omar "The Worldly Hope men set their Turns Asher-or it prospers: and

Lighting a little hour or two. is

\$20.000?-Nothing?-

NOPER OF PRECEDING CHAPTERS.

IN Peters Dry Goods Emtrict, where bookmakers had

ty-five minutes. Clarence flaured that silk.

high back to the store.

The walked in defiantly, Every eye in the store was turned upon him. Bad counter and came take to face with the guy what was leconey." Pert cales of others isld vicient hands on the pink eyes of IIawley, horrifled eyes of cash-point and care of the store was in shreds.

The walked in defiantly, Every eye in the swung to the outer and care that I'll sell over our plane first began we'll talk over our plane first began to carry with

ers, resentful eyes of Miss Dean, dis- rehensible salesman.

Or weary car horse recently demised,

Or plant porker, ludicrously stout-

By lovers always shall be idolized

tharging him did not produce the imacross the store clerks knew that Olden page with the calm movements of one tickets—"

(Continuod) pression that its speaker imagined. But was being fired. "He's coming up to my house!" said deacon, an employer and a loving "Even if you do stay all evening at Talk about pin-heads, sapended. "Tou've only yourself to blame!" At the first glimpse of the black Miss Dean smartly. "Same as he alter took away his breath. Hawley said virtuously when Peters head-line he forgot the place, the time, ways does. Don't you, Clarence? You from the busy downtown dis- made him sullen instead of abashed. "One hundred dollars thrown away!

humor just then to appreciate sighs.

part of the city, several mites Some latent obstinacy in his nature had sailed away. "Such a chump you and the possible presence of his aust didn't think I meant anything by that ulated, "I don't want you to think I ap your way home."

are! A hundred good dollars!" Such a chump I never saw." sighed increased sullenness. And the woman those who were punching the time clock, starting at the streds of the pink sport- I do admire a young fellow with brains.

Treating is a pernicious habit."

After to-day you may have then you. After to-day you may have the native to devote to horse racing."

In the many destination of the initial states of the state of th

him as they would inspect a five-legged Olden on the back. "Bully for you" got souked on. Won't wa Clarence?" sion that the wife of the new junior vexation. gusted eyes of Cariton-Olden saw "Mr. Olden" said Peters curtly, "I dog.

By George Olden, you're the clever Again Clarence did not answer. He partner would wear them all as he stiffly covered the long may as well inform you that there are Just before 6, while Peters was safely chap. Twenty thousand dollars—ray was staining at the delighted emile that "Going to treat us

Olden said nothing—only stared with tention of every one in the store—even. Clarence did not answer. He was -well of course they're -well, of course, they're immoral. But derly. "Hawley can cover your counter." heir headquarters.

The express tack one down in twenThe was waiting at the shirede of the pink sport.

The was minted the shirede of the pink sport.

The was minted the shirede of the pink sport.

The was minted the shirede of the pink sport.

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"Coming, Olden?" Peters asked ten-derly. "Hawley can cover your counter." and the acid fairly coxed from his thin "When will you get the money?" lips and flecked his whiskers. "I fear-that your temberament is entirely that your temberament is entirely that

to show you a piece of property I own me, Clarence," Ethel whispered. "Junior "What?" screamed Ethel Dean. "Clar-

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To mean that you went clean downstrain pound them all as he stiffly covered the long may as well inform you that there are Just before 6, while Peters was safely chap. Twenty thousand dollars—roy was staining at the delighted smile that "Going to treat us all?" asked O'Brien. town and came back without making was from the entrance to his counter. several worthy young men who could out of the way. Hawley surreptled and the bett" Hawley demanded. "Say, the best of the state of the bett" House only by holding his fill your position more satisfactorily thousand for the last ed: "Lucky dog" cried Carken affections kere and mustache. It was a luming the bett" honest, Olden, I've called you mig friend. "You mean that you went clean down

By Ida M. Evans

"Olden," said Carlton, "you haven't " "He's coming up to my house!" said deacon, an employer and a loving "Even if you do stay all evening at "Talk about pin-heads, sap-heads, like Dean smartly. "Same as he al- friend.

With the combined fervor of a father, a one that Peters was not holding. the gumption of a two-days'-old cald."

"Even if you do stay all evening at "Talk about pin-heads, sap-heads, sap-heads

Quincy grouned with anguish.
"Mr. Olden." snapped Jonathan Peters, "" that your temperament is entirely too

all trom his pocket. "Gee! I wish I "Nest time-" mourned Olden,

"Don't ever dars to talk to me! Go away where I can't see you—'cause when I look at your face I could do something